

CHEMIST & DRUGGIST

INCORPORATING RETAIL CHEMIST

FEBRUARY 10 1979

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of Rome
question mark**

**Pharmacists
struck off**

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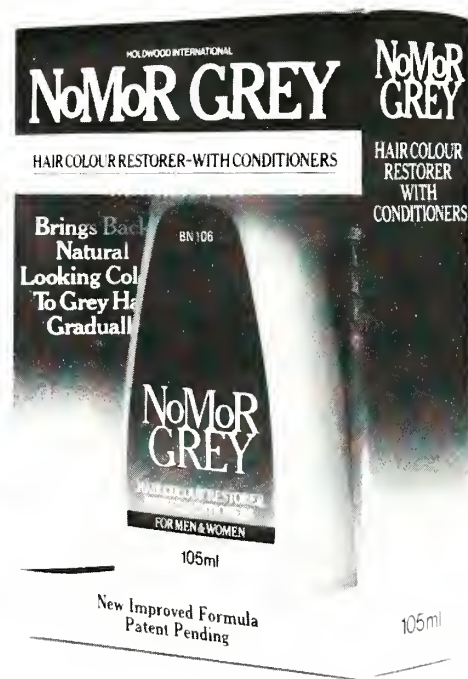
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CHEMIST & DRUGGIST

Incorporating Retail Chemist

February 10 1979

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CONTENTS

- 143 Comment—Hardly headlines
- 144 Reduced advertising for HEC campaign
- 144 JIC agreement within 'guidelines'
- 145 Unichem cite Treaty of Rome over RPM
- 146 Letters
- 149 The Xrayser column—Rules of the game
- 149 Deaths; news in brief
- 150 Counterpoints
- 153 On TV next week
- 156 Open shop
- 159 Prescription specialities
- 160 Cefaclor—the latest advance in antibiotics
- 163 Struck off after being 'drunk' in pharmacies
- 163 Appointments; business briefly
- 164 Market news; coming events
- 165 Classified advertisements

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COMMENT

Hardly headlines

Professor Sir John Butterfield seems to be optimistic in describing the Respect for Medicines campaign as "a network approach". The national newspapers have taken no interest and the proposed advertisements were cancelled because of the apparent shortage of newsprint. Anyone reading daily newspapers recently will have noted they are back to normal size. An HEC spokesman said she thought there was nothing of news value in the campaign and did not expect national coverage.

We have yet to find a pharmacist who has received his ordered literature—although the Health Education Council says the bulk was posted "over the weekend". Sir John said it was a good campaign because it involved pharmacists and associated professions. However, looking at the advertisements designed for the women's Press the pharmacist is hardly mentioned other than as a dump for unwanted medicines and as a source of leaflets. Only in the leaflet itself is the public told that pharmacists will advise on medicines, side effects, drugs in pregnancy and self-treatment. Surely the point of the campaign should be to encourage the public to visit a pharmacy for such advice, not to tell them what they should discover for themselves once inside. It should be pointed out in Press advertisements and editorial. The Press release issued by the HEC to attract interest by national newspapers did stress the chemists' involvement, but that message never reached the public. The argument that the national strikes took news precedence is not very strong considering some of the other stories in print on Tuesday—several popular dailies devoted up to half a page on a woman's cosmetic bust reduction operation. Pharmacists could be excused for thinking the HEC resented the pharmacists' involvement.

In March 1977, when the government rejected a ban on self-service sale of analgesics, Mr Roland Moyle, Minister for Health said he was considering a health education campaign. Mr J. Bannerman, then president of the Pharmaceutical Society, called for a "nationwide government backed campaign sufficiently well financed to be credible and which would emphasise the importance of pharmaceutical advice and knowledge wherever medicines are sold or supplied". Clearly that was a forlorn hope!

In contrast, last Thursday's *Guardian* devoted 65 sq ins to a report on chemist closures under the headline "The bitterness of the pill prescribed for chemists." Mr P. McGoldrick, lecturer in retailing and marketing at Manchester University Institute of Science and Technology, has conducted a survey which included an investigation of the greatest assets of local chemists to the public. A "surprising number said that they would prefer to go to the chemist with a minor ailment, rather than trouble the doctor," Mr McGoldrick found. He also noted that it was the older and less affluent who regretted most the loss of their local chemist's shop—but few housewives associated the loss of their local shop with their own changed shopping patterns.

However, the *Guardian* article contained two observations which should set the profession thinking again about both total "professional" pharmacy and the trend to High Street concentration. These were that some large chemists provide "far less service" particularly in precincts, and that chemists near health centres are often so busy it may be "impossible to consult the actual pharmacist", clearly, such findings would negate any positive effect of the HEC campaign.

Paper stocks held up by the transport dispute have now reached our printers and next week's issue of *C&D* should have its full complement of pages.

Less advertising for HEC campaign

A "network approach" was how Professor Sir John Butterfield, chairman of the Medicines Commission, described the Respect for Medicines campaign which was launched on Monday.

Speaking at the Press reception at the Pharmaceutical Society on Monday Sir John said it was a good campaign because it involved pharmacists and the associated professions. "Bad" behaviour by the public was a vital factor in causing illness and every year 500 to 600 people died of accidental poisoning. The campaign could be a behavioural corrective, he said.

Mr David Sharpe, vice-president of the Society, said if only 10 per cent of unnecessary losses of life were prevented he would consider the campaign worthwhile. He urged pharmacists, especially those in general practice, to do their utmost to support the campaign. Mr Sharpe said he would have liked television advertising incorporated in the campaign but he realised resources were limited. He would welcome a repeat campaign next year with even greater scope and participation.

Scope for expansion

Several Press representatives from associated professions questioned whether the scope of the campaign could be widened. One suggestion was that it should be aimed at children by school visits. A spokesman for the Health Education Council said that if more resources became available and the present campaign proved worthwhile there was a possibility that a future campaign could branch out into other channels.

It was pointed out, however, that associations such as Women's Institute and the Women's Royal Voluntary Service could obtain the campaign back-up material for distribution through their branches by writing to the HEC.

National Press omitted

It was intended that advertisements would appear in the national Press but due to the shortage of newsprint in the past few weeks, the advertisements have been confined to magazines. These included *Woman*, *Woman's Weekly*, *Woman and Home*, *Parents*, *Mothers Magazine*, *TV Times* and *Reader's Digest*, and some immigrant Press. The advertisements will appear during February and March but the campaign material for distribution will be available for as long as the demand is there.

However the advertisements (see below), which spell out the code, do not have the same wording as the code in the leaflets. For example they do not suggest that the advice of the *pharmacist* be asked about completing a prescribed

course of treatment or about which medicines can be taken during pregnancy.

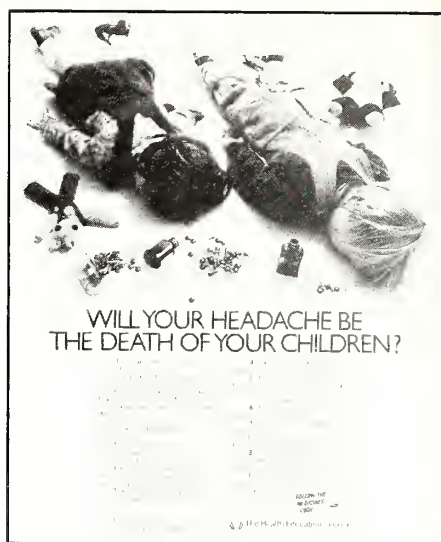
To attempt national campaign coverage a recorded three-minute interview with Dr Michael Church, medical officer of the HEC, has been sent to all local radio stations. The HEC hope that if the tape is used it will be prefaced by an interview with a local pharmacist or doctor. Also a Press release about the campaign was sent out last Friday to over 100 regional newspapers.

The HEC said the bulk of campaign material ordered by pharmacists was posted over the weekend. But supplies to Northern Ireland pharmacists are still held up due to the continuing lorry drivers' strike in the Province.

When questioned the HEC assured C&D that the "little man" symbol in the campaign material was not intended to be derogatory to the pharmacist by implying he was a frog-faced overweight individual. The symbol was first introduced last year as a logo in the "look after yourself" campaign. The designers of the medicines campaign thought that he was firmly implanted in the public's mind as a figure associated with self-help in health care and was therefore appropriate as a continuing theme.

Diamorphine

With the expiry of the manufacturer's licence of right, hypodermic tablets of diamorphine hydrochloride will not be available from February although supplies will probably not be exhausted until mid-May. The alternative presentation will be freeze-dried ampoules and during the changeover period, the Home Office has advised that the prescription may be written in the form "tablets or ampoules." However if the prescription specifies one particular presentation, the pharmacist may not dispense the alternative if that is all he has in stock. In this case the prescription should be referred back to the prescriber.



An HEC Press advertisement

JIC agrees rise within 'guidelines'

The employers and employees sides of the National Joint Industrial Council—Retail Pharmacy for England and Wales have reached agreement on pay increases within the Government guidelines. At an earlier meeting in December agreement could not be reached and the employees had asked the employers to study new information. The revised rates take effect from the first pay day after January 1, 1979.

London pharmacy managers and manageresses will be entitled to minimums ranging from £4,201 (turnover £1,200 per week) to £4,549 (turnover £1,600 per week); provincial minimums will be £4,144 to £4,492. First year pharmacists in London will be entitled to a minimum of £3,166 and second year, £3,221; in the provincial districts the new rates will be £3,056 and £3,111. Rota payments will be £1.30 for weekdays and £3.30 for Sundays, half days and Bank Holidays.

London dispensing assistants will be entitled to £43.58 at age 20 and £44.83 at 21; provincial entitlements will be £43.25 and £44.50. The other age scales have now been abolished.

The minimum shop assistant rates range from £25.47 at 16 to £42.27 at 21 in London; £25.20 to £42 in provincial A areas and £24.95 to £41.75 in provincial B areas. Employers may claim a 15 per cent reduction in rates where the combined NHS and counter turnover is less than £1,500 per week and the pharmacy service is essential.

Fewer students

The number of first-year students admitted to UK universities in October 1978 to study pharmacy was 825. Of this figure (15 lower than in 1976 and 31 lower than 1975) 353 were men and 472 were women. And of the total 56 were overseas students.

Pharmacy was the preferred subject of 996 students; of whom 667 gained places.

Unichem cite Rome Treaty over RPM

The Treaty of Rome has been brought into current arguments between manufacturers and wholesalers over resale price maintenance on "ethical" medicines.

Warner-Lambert and Unichem have put the question of the Treaty's application to RPM in the hands of their respective solicitors, following Warner-Lambert's investigation of Unichem's trading terms with members. It is understood that Unichem have questioned whether the RPM conditions Warner-Lambert wish to apply are permissible under the Treaty.

Meanwhile, Warner-Lambert have announced that they are supplying Macarthy's at full wholesale margin, having been assured that their products are excluded from that wholesalers' discount scheme.

Unichem in Europe?

It's "yes" to Europe for Unichem—"but we've got to put the rest of our competitors in Britain out of business first." That quotation from Unichem's managing director, Peter Dodd, appeared in the Patrick Sergeant city page column in the *Daily Mail* last week—though Mr Dodd told *C&D* later that the remark was made "tongue in cheek."

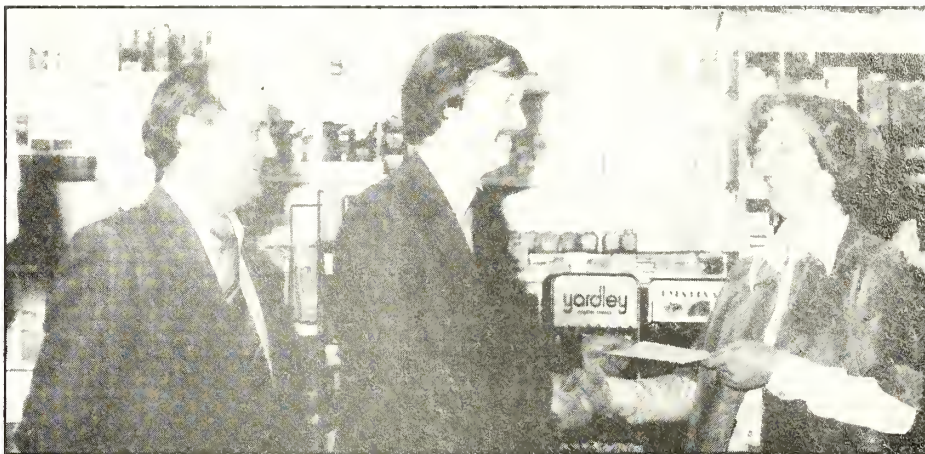
According to the *Mail* report—headed "Co-op's karate chop maims drug prices" (a reference to Mr Dodd's brown belt)—Mr Dodd is looking to double his share of the wholesale market to 40 per cent by 1985. Sales are expected to rise by 40 per cent this year—on top of the record almost £100m in 1978 (*C&D* last week, p135).

Boots in USA

Boots Co Ltd, have officially launched a new North American subsidiary, Boots Pharmaceuticals Inc, following the £14m acquisition of Rucker Pharmacal Co. The new company's production facilities and headquarters are at Shreveport, Louisiana, where Boots have already completed a £2m expansion programme, including a new quality control block. A reception for 200 guests, including leading figures in government, commerce and the pharmaceutical industry, was held in Washington DC last week to celebrate the launch.

Research donation

A £100 donation to the Northern Ireland kidney research unit was raised at the recent Ulster Chemists' Association Fermanagh & West Tyrone Branch, annual dinner dance. Held at the Royal Arms Hotel, Omagh, the function was attended by 150 guests including Mr T. Murphy, UCA president, Mr S. Moore, Pharmaceutical Society of Northern Ireland president, and their wives.



Mrs Patricia Downes, MPS, of Downes Ltd, Central Buildings, Ambleside, Cumbria, winner of the NPA Products "Product spotter competition" receiving a £100 cheque from Mr Dave Dennis, general manager, Ridleys, a Numark franchised wholesalers. Mr Bob Hewitson, Ridley's local representative looks on

PSNC seek rota option

The Pharmaceutical Services Negotiating Committee has made representations to the Department of Health on the present rota arrangements. A request had been received from a local pharmaceutical committee for an hour's payment where the contractor has agreed to provide the full service even though the district as a whole is required to fulfil a half-hour service after 6pm. PSNC wants the contractor to have the option of either service.

At last month's committee meeting, PSNC considered the grant payable to contractors for preregistration graduates. Because of the projected balance sheet over payment, the Committee decided to let the 1979-80 grant remain at £1,100 per annum.

A wide discussion took place on the implications of the Technician Education Council certificate for the profession of pharmacy. PSNC saw no need for such a qualification, and felt the TEC certificate would produce over qualified technicians and lead to job dissatisfaction. The Committee will be considering its comments to TEC at the next committee meeting.

Clothier accepted—Department told

Representatives of the medical and pharmaceutical professions have agreed to report to the Secretary for Social Services and the Secretary for Wales that they have accepted the proposals of the Clothier Committee on rural dispensing. The professions have jointly requested the health departments to enter into discussions to effect early implementation of these proposals.

It was also agreed the standstill on dispensing in rural areas should continue for as long as realistic progress was being made towards the implementation of the proposals and subject to regular progress reports being made to the professions. Each of the professions has appointed five representatives, with one observer, to

serve on an interim central body which is to advise local committees on monitoring the standstill. Messrs A. J. Smith, D. Coleman and R. Kitchen will represent the Pharmaceutical Service Negotiating Committee, Messrs J. Bloomfield and G. Walker, the Pharmaceutical Society, and Mr R. Dickinson will act as observer.

Strike pressure on pharmacies

Hospital pharmacists are under extra pressure as a result of industrial action by the National Union of Public Employees but their departments are still running fairly smoothly.

At two London hospitals, the Westminster, one of the worst hit, and the Central Middlesex, pharmacy staff are collecting and delivering ward boxes, normally done by porters. Administrative staff at the Central Middlesex are removing rubbish. The Westminster pharmacy is still maintaining a ward pharmacy system but if the pressure on staff is maintained, the outpatients' clinics will be requested to issue FP10 (HP)s. However, Mr Stuart Anderson, principal pharmacist, told *C&D* he was trying to avoid this.

The pharmacy department at Great Ormond Street for Sick Children is organised to cope with strikes, industrial action, major train disasters, etc. It holds two months stock and each ward has four days' supply. Miss Heather Elliston, chief pharmacist, said the system cushioned them against the present crisis.

Hospitals outside London seem to be less affected by the dispute. Bury General Hospital is changing its drug delivery system to one less "porter-intensive", a change not connected with the NUPE action. Mr Williams, principal pharmacist, was happy to report however that their "water situation" (*C&D*, January 20, p54) was now back to normal.

'Philanthropy' in NI fees cut

Having just finished reading with horror the NI Pharmaceutical Contractors Committee report on dispensing fees and on-cost adjustments, I am writing to you with a cry from the heart.

The results of the Scottish chemists' negotiations would seem to mean an immediate drop of 2p per item in dispensing fees, plus another drop of 2p per item in on-cost. A chemist doing approximately 2,000 items a month would lose around £80 per month, or £1,000 per year—call it 10 per cent in round figures. In these days where strikes for 20 per cent or 30 per cent rises are the norm, the fact that chemists are prepared (indeed have already agreed) to accept a drop of 10 per cent should be made known to the general public. (I am sure they did not realise that MPS stood for Member of the Philanthropic Society!). With results like these behind them it has become apparent that the chemists' negotiating committees have become redundant—if not dangerous to our well-being. With friends like them, who needs enemies?

It would seem that if the negotiating committee keep on negotiating this type of rise they will end up by driving all their principals (the chemist contractors) out of business and into professions which negotiate normally. Mr Ennals must rub his hands gleefully when they appear, knowing each time he will have some more money to distribute to other medical services.

J. A. Murphy
Belfast

JBPA looks ahead

After careful consideration of the working party report on the future of general practice pharmacy the Joint Boots Pharmacists Association would like to comment on the following points:—

Dispensing service—Pharmacists should be encouraged to give advice to medical practitioners on new drugs and medicines and should be consulted on prescribing and dispensing procedures. However, there was some concern about pharmacists being involved in the monitoring of blood levels.

Sales of medicines—It was agreed that all members of staff involved in the sale of medicines should have had appropriate training. The public should be aware of the pharmacist's involvement in the sale of medicines through publicity campaigns.

Provision of medicines—There was general agreement to the basic idea that appropriate advice and provision of medicines could be given to a patient on the treatment or in response to the descriptions of symptoms, provided that

suitable training to pharmacists were given and the advice was strictly limited.

Diagnostic testing—It was generally felt the pharmacists could participate in arrangements which are introduced for certain diagnostic testing.

Domiciliary pharmaceutical service—It was agreed that a domiciliary pharmaceutical service should be available—provided it was properly remunerated.

Patient registration—The working party was totally against patient registration with a pharmacy.

Patient medical record cards—It was not possible to see such a service working without patient registration unless computer terminals were available in every pharmacy.

NHS dispensing contract—At the present time it was felt that the NHS dispensing contract should not be with individual pharmacists—but it might be reconsidered in the future.

Rational location of pharmacies—JBPA cannot fully support the proposed report on the rational location of pharmacies particularly concerning the opening of pharmacies within shopping centre areas. It very much regrets that such a document was sent to the Department before some agreement had been reached amongst all the parties concerned.

We hope that these opinions, representing as they do, a very large number of employee pharmacists, will be of use to the Society's Council in their deliberations.

L. M. Ashley,
Publicity officer,
Joint Boots Pharmacists Association

RPM—some will cry

It's worth reiterating that, in June 1970, the Restrictive Practices Court judged that RPM on "ethicals" and proprietary medicines is in the public interest.

Whilst Anthony Peel may assert (*C&D* February 3, p132) that its failure would not be worth crying over, it will be the sick, the older and less affluent members of our community who will soon have bitter cause to cry over the loss of many more local chemist's shops—*vide* UMIST project reported in the *Guardian*—"The bitterness of the pill prescribed for chemists" [see also p143, Editor].

Mr Youings and Mr Peel glibly talk about duplication of services, both retail and wholesale, being bolstered by RPM, and the latter asserts that its disappearance will not be to the detriment of the retailer—at least, those who have not been eliminated by "natural selection"!

I repeat again the question by the *C&D* leader of July 1, 1978: "In whose interest would the probable closure of 1,500 pharmacies be?" Nobody yet has had the temerity to claim such closures would be in the public interest.

The economic determinants of a free market economy are entirely inappropriate to the provision of health services for the whole community, and have an inherent tendency to monopoly as can be observed in the food industry. If Mr E. G. T. Gamblin doubts my auth-

ority for such a claim, let me refer him to the article in the *Daily Mail* of February 1 describing Peter Dodd's views under the title "Co-op's karate chop maims drug prices".

Mr Dodd no longer disguises his intention to destroy RPM, convinced that he will be the winner from the subsequent conflict. It appears from the *Mail* report that he will blithely sacrifice the public interest, and that of many of his smaller members, in his quest for 40 per cent of the market share of £1,000 m by 1985—before turning his attention to Europe!

I suspect that even Unichem's larger members, currently favoured by higher tiers of discount than their weaker brethren, will find the advantages of Unichem membership illusory long before 1984!

D. P. Mulholland,
Managing director
Graham Tatford & Co Ltd
Portsmouth

New blood on PSNC

The Pharmaceutical Services Negotiating Committee is believed to be moving ahead quickly on regional representation following the contractors conference. Indeed, elections may soon be held for the six extra seats on the PSNC.

Clearly it is important that the local pharmaceutical committees concerned should be giving thought, *now*, to the choice of suitable candidates. It is vital, if the PSNC is to function effectively, that candidates of the right calibre should come forward. The qualities one would like to see include enthusiasm, determination, financial expertise and the ability to think constructively. The tendency to nominate someone who has been around a long time and is well known to be a nice chap should be resisted.

A bad choice now will be with us for four years, it behoves us to choose well. Let the local pharmaceutical committees scour their areas for effective new blood to revitalise the PSNC.

J. G. Hes
chairman, London Group
Pharmaceutical Executive

Lead for unions

Your cartoon in the January 27 issue was less than fair to the trade unions. Surely it is they who have learned from us—that a good case, sensibly and reasonably argued, by people anxious to cause no disruption, will be treated by authority with contempt. In other words, Sir, only militancy pays.

Miall James
Canvey Island, Essex

Missing word

Mr A. Peel's letter "RPM: not worth crying over" last week, p132) should have read (third paragraph, line eight) "The concept of profit-sharing is not new and is not limited to Unichem", and not as stated. We apologise for the error.



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GREITER

PIZ BUIN®

Dr Gordon Hobday, chairman of Boots Co Ltd, has been elected Chancellor of Nottingham University. He will be installed at a ceremony in May. Dr Hobday, who was educated at a local school, studied chemistry at the then University College of Nottingham. In 1973 he was elected president of the University Council.

Deaths

Wilson: Mr Peter Wilson, MPS, Windmill Cottages, Lower Wield, Alresford, Hants. Mr Wilson was drowned while on holiday in the Canary Islands.

Mr R. J. P. Good, MPS, of Alresford writes: Mr Wilson served an apprenticeship with the late Mr H. Gamble, Shankill Road, Belfast. After qualification, he registered with the Pharmaceutical Society (GB), and gradually acquired and controlled six pharmacies in the southern counties of England. Peter Wilson possessed a vitality and warmth of character which endeared him to all with whom he came in contact. His natural charm, wit and humour, together with his undoubted business acumen, made him a valued colleague, employer and friend. He is survived by his wife and two sons.

NEWS IN BRIEF

□ Chemists and appliance suppliers in Scotland, in October 1978 dispensed 2,912,590 prescriptions at a gross cost of £2.41 per prescription.

□ A task force on payment for pharmacy services has been appointed by the American Society of Hospital Pharmacists. The task force will make recommendations for compensation for pharmacy services not directly related to the handling of a drug product. It will also promote the provision of these non-distributive services.

□ An Order amending the Medicines (Prescription Only) Order 1977 so that the exemption from restriction of certain persons in the course of their business administering certain injectable medicinal products extends now until February 11, 1980 comes into force on February 10. The Medicines (Prescription Only) Amendment Order 1979 (SI 1979: No 36, HM Stationery Office, £0.10). An order consolidating two previous Orders dealing with the merchants' list of products comes into effect on February 11. Products licensed since the previous Orders are added to the merchants' list products as are products which have had their licences altered so as to make them PML. The Medicines (Exemptions from Restrictions on the Retail Sale or Supply of Veterinary Drugs) Order 1979 (SI 1975: No 45, HM Stationery Office, £0.60).

10 February 1979

by Xrayser

Rules of the game

I have long deprecated the breaking of RPM on "ethicals" because in my view the end result would be to pressure individual retail pharmacies into giving the bulk of their "ethicals" business to one supplier in order to fulfil the logic of gaining discounts based on volume. This would automatically reduce the spread of buying and, I think, would tend to strengthen the already strong. No wonder people like Mr Mulholland, being threatened, try their utmost to point out such consequences. Once the pattern of discounts is established, it is surely inevitable that a Government clawback will ultimately reinforce the pressure on contractors to minimise discrepancies between the amount clawed back and the actual discounts gained, thus completing a cycle of events we have been powerless to abort.

We see now a new element introduced into retail pharmacy—a positive financial disincentive to buy solely for service or convenience. In Mr Anthony Peel's letter last week (in which, incidentally, he takes an admirable swipe at the wholesalers' profitable practice of upping prices the moment changes are announced, whereas we have to lumber on for a couple of months being paid at the old) we are given a comprehensive statement of things as they are. I cannot but agree with him. To survive and make a profit in business, it is essential to be flexible. If the rules of the game change, don't stand there moaning . . . learn the new rules and apply them, for I am afraid that further resistance is futile.

Following this, was a letter from a Mr Gemlin of Folidays, a wholesaler. Surely he cannot be so ingenuous as to think we will believe that manufacturers who will not supply those who discount their drugs are restraining competition: The big firms give service, daily, on all items, whereas the discounters cream the fast lines, on a weekly delivery, with payment at the end of the month with discount. It could be said, with some truth, that it was the growth of such firms which finally persuaded the bigger wholesalers to follow suit—they must now find themselves looking into the mouth of the tiger they began to ride. While it may be thought immaterial whether manufacturers maintain RPM or not, Mr Gemlin can hardly complain that a firm which wants to maintain its prices won't supply a discounter. Perhaps if they were to agree to maintain prices and compete on service, they would be able to complete their range? The interesting suggestion that we should have set up a national chain of wholesalers for the benefit of pharmacists appears to have already been anticipated by the establishment of Unichem, which seems to fit the bill, even though, sadly, it is not connected with the NPA.

Smokers will be warned off 'pill'

A warning that women who take the combined oral contraceptive "pill" and smoke are more at risk than non-smoking users is to be incorporated in "pill" advertising material and data sheets.

The wording by the Committee on Safety of Medicines states that "The risk of arterial thrombosis associated with combined oral contraceptives increases with age, and this risk is aggravated by cigarette-smoking. The use of combined oral contraceptives by women in the older age-group, especially those who are cigarette smokers, should therefore be discouraged, and alternative methods advised". The warning does not apply to progestogen-only oral contraceptives.

At the moment, manufacturers of oral contraceptives are considering revising

their package leaflets. Although these have been passed by the Department of Health they do not comply with the EEC regulations on package inserts. Manufacturers had originally considered their leaflets more as instructions to the patient, than as package insert intended primarily for the prescriber. However a draft leaflet has now been prepared with fuller details of side effects and a warning about cigarette smoking.

Steroid costs

The Scottish Health Board is distributing a chart comparing the costs of oral corticosteroids. The chart points out that the brands listed do not necessarily have the same pharmacological actions. Examples of costs to the Scottish NHS of 100 equivalent doses (based on Martindale, The Extra Pharmacopoeia) range from prednisolone 5mg £0.62p to Ledercort 4mg £11.82.

COUNTERPOINTS

Nelson introduce a range of 'natural' toiletries

A. Nelson & Co Ltd have introduced a range of natural toiletries including; toothpaste (30cc tube £0.55), hand and skin lotion (120ml bottle £1.20), talcum powder (100g pack £1.20), shampoo (160ml bottle £0.60), soap (3 x 75g tablets £1.75) and skin cream (30g tube £0.70). All products are based on plant extracts and other natural ingredients and have a delicate fragrance. They are packaged in two tone green packs which aim to combine a modern and traditional presentation feel says the company. *A. Nelson & Co Ltd, 215 Coldharbour Lane, SW9 8RU.*



(April 16), Silverstone (April 29), Donington Park (July 15), Brands Hatch (July 29), Oulton Park (September 29) and Thruxton (November 3). Fabergé's Ford Fiestas will also be competing in the following rallies: Dukeries (March 10), Lakeland (March 24), Centurion (May 19), Rali Bro Myrddin (June 23), Halewood Stages (August 19) and Scarborough Stages (October 21). *Fabergé Inc, Ridgeway, Iver, Bucks.*

Two Lektro shavers to expand market

Remington has launched two new men's electric shavers: the Remington Lektro de luxe and the Remington Lektro special. Kenneth Hearn, Remington's marketing services manager, explains that the choice of the name Lektro was made deliberately to associate the new shavers with Remington's slot-head shaving system, which incorporates Lektro replaceable blades.

The Lektro Special will sell at around £12. This is another example say the company of their continuing drive to expand the dry shaver market, against the dominant 60 per cent establishment of wet blade users. Both razors have three micro-slot shaving heads in a slim design. *Sperry Remington, Apex Tower, 7 High Street, New Malden, Surrey KT3 4DL.*

Buf Puf on TV

Buf Puf sponge will be featured on television in the London, Yorkshire and Tyne Tees area from the end of the month until May. All Buf Puf products will appear in advertisements in women's and teenage magazines between now and October. *Distributors: Richards and Appleby Ltd, Gerrard Place, East Gillibrands, Skelmersdale, Lancs WN8 9SF.*

New Blue Guard

The toilet cleansing cube Blue Guard from Airwick is now on sale nationally (C&D, January 13, p39) at the reduced price of 20p (rrp £0.34). Since the test market exercise in Lancashire, Yorkshire

and Tyne Tees the pack has been redesigned. It is now self-standing, making in-store merchandising easier and more effective says the company. In addition, trial-offer packs are flashed with the introductory price of 20p. *Distributors: Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex TW8 9BD.*

Farley leaflet

"Grow strong and healthy" is the title of a vitamin leaflet being offered by Farley Health Products. The leaflet, which incorporates a kitchen calendar listing foods and their vitamin contents, promotes the company's vitamin products; Haliborange, Minadex and Adexolin.

Featured in the leaflet is an offer for a blue denim unisex apron which is available in two sizes—adults (£1.99) and children's (£1.49). The leaflet dispenser is available from Farley representatives. *Farley Health Products, Torr Lane, Plymouth, Devon, PL3 5UA.*

Biotherm protection

Biotherm sun protection, said to be France's favourite sun care preparations are now available from 100 selected Lancome counters throughout the UK.

It is now well known that excessive exposure to the sun of unprotected skin can cause wrinkles and thus premature ageing. Biotherm have provided for this by creating a cream especially for the face, Antirides Solaire, protection factor four (£3.65).

Typically fair British skins are unaccustomed to exposure to strong sunlight and therefore need higher protection than some of our European cousins. For really fair, sensitive skins, and for children Biotherm recommend Creme Solaire haute protection, factor six (£2.50). For skins more accustomed to the sun Biotherm suggest factor four (£2.50), and for those lucky enough to tan quickly and easily Lait Solaire Bronzeage Integral, factor two (£2.95). *Parim Ltd, 14 Grosvenor Street, London.*

Arden tints

Elizabeth Arden are launching a new range of lip and nail colours for spring 1979. The range is called sheer tints (lipsticks £1.35, nail colour £1.00, nail base coat £1.10) and eight shades are available. Different colours can be obtained by varying the numbers of coats applied. Sheer tints will be available for sale from March 19. *Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE.*

Money back offer

Chesebrough-Pond's Ltd are currently running a money-back promotion on six of their products. Q-tips, Vaseline balanced care shampoo, Vaseline petroleum jelly, Vaseline intensive care lotion, Vaseline intensive care hand cream and Vaseline intensive care anti-dandruff shampoo are all carrying a seven-sided sticker flashed "50p cash back". When three different items have been bought the stickers can be attached to a pre-paid promotion coupon and in return the customer will receive a coin.

During February and March redemption coupons will also be featured in various national newspapers and women's magazines. *Chesebrough-Pond's Ltd, Victoria Road, London NW10 6NA.*

Houbigant soap

Houbigant are making two new luxury soaps available. To complement the Essence Rare collection they have added an Essence Rare soap (120g £1.95) which features the multi-faceted crystal design used on the bottles. A soap on a rope (£2.50) has also been added to the Monsieur Houbigant range. *Houbigant Ltd, Balcombe Road, Horley, Surrey.*

Faberge support women

Fabergé have got together with Ford to organise a motorsport championship for ladies. Comprising six rallies and six races the championship will take place throughout the season at racing and rally circuits around the country.

Ford will be entering 15 Fiestas, described as "the car that was created for the woman of today." Each Fiesta will have a Fabergé sponsored driver for the races and co-driver for the rallies, and will be painted in Fabergé's Kiku colour—vivid yellow.

The races will be at Mallory Park

No ordinary battery looks like it or lasts like it.



Or makes money like it.

As you know, Duracell batteries last a lot longer than ordinary batteries in torches, radio/cassettes and other electrical appliances.

What you may not realise is that Duracell is the fastest growing brand, with a 4-fold increase in sales in the last 3 years.

That means big profits for Duracell stockists.

ANOTHER MAJOR CONSUMER PROMOTION.

Throughout 1979 we will be continuing our highly effective consumer promotion programme.

The first will be our popular 25p trial

offer which proved so successful last year that we are running it again this February and March.

So sales of Duracell batteries are bound to increase.

TWO NEW T.V. COMMERCIALS.

The promotion ties in with the beginning of more year-round national T.V. advertising.

The campaign breaks in early March with two brand new commercials showing how Duracell last up to 6 times longer than ordinary batteries.

Everyone will be looking for Duracell. Make sure they find them in your store.

RING OR WRITE FOR INFORMATION.

If you don't already stock Duracell, then it's time you did.

For more information please write to Duracell Sales Office, Mallory Batteries Ltd., Gatwick Road, Crawley, Sussex.

Or ring Crawley 512021.

DURACELL®

No ordinary battery looks like it or lasts like it.



COUNTERPOINTS

Jeyes invest more money in promotion and advertising

Jeyes' consumer products division is going for streamlined sales operations and a promotional budget of £1.8 million this year. The plan aims to increase strength in the market place of brands with significant growth potential—in particular Ibcol disinfectant, Jeyes fluid, Parozone bleach, Sanilav, and Babysoft paper range, and the successful Bloo, which now dominates the flush colourant market.

Spearheading the drive is more investment in promotion and advertising of

Bloo and a national cross-brand consumer promotion on Ibcol, Parozone, Bloo and Sanilav. This "team up with the professionals" competition offers consumers prizes of a £1,000 family sports holiday and runners-up awards of sports equipment. In addition, every entrant can receive a £15 travel voucher by registering £1 with a travel agent. This promotion will support the new television and national Press campaigns on Bloo, Jeyes Fluid and Ibcol. *Jeyes Ltd, Brunel Way, Thetford, Norfolk.*

Theta products repackaged



Colson & Kay have repackaged their Theta range of nail and eye-care instruments. They are all either blister packed or half blister packed on a card decorated in varying tones of lilac and gold. The half blister packs allow customers to examine and test the various products before buying. The range is also displayed on new racks which can be either free standing or hung on a pegboard. The racks are available with a stock starter pack valued at £65.00 or £98.00 for the standard unit and £123.00 for the large unit. *Colson & Kay Ltd, 5 Edgeley Road Trading Estate, Stockport.*

Klear changes

Leichner have introduced a new size of their Kamera Klear tinted foundation. They have discontinued the 18ml size and added a new 30ml tube (£0.85). Seven shades are available on a pre-packed merchandiser holding 36 tubes. The company have also brought out a mirrored compact for their Kamera Klear cream powder (£0.95, introductory offer with pure cheek powder blusher combined price £1.55). A translucent shade has been added to the five already available. The sell-in parcel will contain thirty units of each across the shade range in a merchandising unit. The company have introduced a new type of foundation to their Kamera Klear range as well. Kamera Klear moisturising liquid make-up (£0.99) is available in six shades and is packed in a merchandising unit holding 36 bottles and 36 complementary Kamera Klear lipsticks. While introductory stocks of the make-up last, a lipstick in any one of six shades will be given to consumers free with every make-up purchase. *L. Leichner (London) Ltd, 62 Brompton Road, Knightsbridge, London SW3 1BW.*

INVERNESS

THE PROFESSIONAL WAY TO PIERCE EARS

SO SAFE - A completely pre-sterilised disposable system.

REAL GOLD - Only Inverness offers solid gold earrings for piercing.

SO SIMPLE - With a large easy-control instrument. Inverness pre-loaded cassettes pierce and insert the earring automatically.

SO PROFITABLE - Each piercing costs you from £1.68 - You charge from about £4.60.

SO FAST - Complete piercing is as fast as making up a prescription.

SO PAINLESS - Your customers will hardly know you have done it.

GUARANTEED - Only Inverness is guaranteed infection-free.

SO VARIED -

Inverness gives you a choice of

14 different piercing earrings - hearts, stars, kisses, plus ball earrings, solid gold, or plated.

LLY

Please send me an Inverness brochure

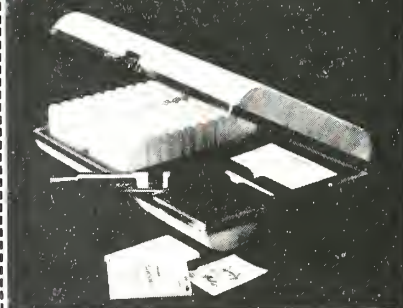
Please ask a representative to telephone me to arrange a No Obligation demonstration

Name

Address

Telephone No

Louis Marcel Ltd, 12 Bexley Street, Windsor. Tel: Windsor 51336.

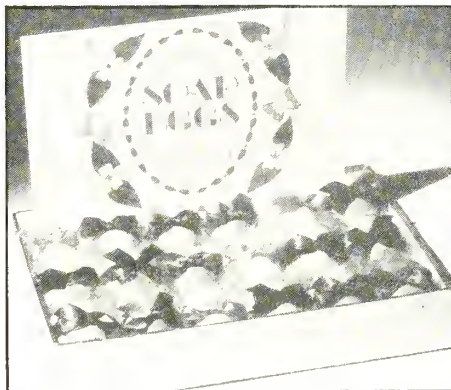


Bronnley ready for Easter and Mothers Day

H. Bronnley & Co Ltd, have changed some of their fragrances in their best-selling soap egg range for the first time this year. Ready for the Easter market, Bronnley has introduced a counter dispenser with a primrose garlanded design backing it, containing 18 toilet size egg soaps (£0.58).

New fragrances and colours featured are apple mint (pale green with a minty-fresh perfume), coriander (old rose with a spicy fragrance) and marigold (ochre, with a spiky refreshing smell).

A Mothers Day parcel has been designed by H. Bronnley & Co consisting of a vacuum formed pack with back-up stock and showcard. It has been designed for the trade to use as a counter dispenser unit. A Bronnley gift card is



attached to each tablet. The showcard is headed "Bronnley spring gifts for Mothers Day and Easter." H. Bronnley & Co, 10 Conduit Street, London W1.

Jacquelle bags

Jackel are introducing two new ranges of Jacquelle make-up purses and holdalls for the spring and summer season. The Arabesque range (£1.09-£4.99) includes five styles made from satin cotton with a striking pattern set on a cream background, while the range called Sara has ten different styles (£0.99-£4.35).

Jackel are also introducing two new display stands to the trade. Each will comprise a selection of facecloths in a variety of styles and colours (£0.20-£0.90). One stand is a rotary four sided counter unit and the other a wall panel. Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.

Hydrocare range

Allergan preserved saline solution is now called Hydrocare boiling/rinsing solution. Price and ingredients are the same. Allergan Ltd, Bourne House, Wharf Lane, Bourne End, Bucks.

Spillers relaunch Choice Cuts

Former Blue Peter presenter John Noakes, with his latest dog Skip, is adding his authority to a £600,000 television campaign relaunching Choice Cuts, Spillers Food premium canned dog food.

Reformulated in more solid form with a richer, meatier colour and aroma, new Choice Cuts is claimed to be the only major brand in the £150m canned dog food market that contains real chunks of meat. New packs have been designed for both the original, and liver and kidney varieties, and the launch is to be supported by a trade and consumer promotional package worth over £300,000, to

encourage trial and repeat purchase.

The launch to the trade will be supported by introductory discounts, a new range of point of sale material and a retailer display competition with over £30,000 in prizes. Spillers, Old Change House, Cannon Street, London EC4.

Hermesetas planner

Purchasers of the special offer packs of Hermesetas sweetening tablets will get a chance to receive the Hermesetas diary-planner and slimming recipe chart. This will be sent to them free of charge on receipt of a completed application form from the special offer backing card plus 25p to cover packing and postage. The offer will remain open until September 1, 1979. Crookes-Aneston Ltd, PO Box 94, 1 Thane Road West, Nottingham.

Value added packs

An extra 96 sheets is the "value added" special offer flashed on the wrappers of Glen four toilet tissue packs that British Tissues are currently selling-in. Each toilet roll has a bonus 24 sheets and in consequence is half an inch larger in diameter than the normal 200-sheet Glen roll. British Tissues Ltd, 101 Whitby Road, Slough, Bucks.

David Griffin add heating pad

David Griffin Ltd, who for many years have manufactured a range of extra low voltage electric underblankets, have announced the launch of a new three setting electric heating pad. The company says that this addition to their range comes at a time when the heating pad market is set for rapid expansion.

The heating pad is said to soothe

away aches, pains and tension, relieving muscular stiffness and rheumatism. It can be used effectively by all the family including the children and can even be used to pre-heat the bed without the bother of a hot water bottle.

The Griffin heating pad (£9.95) has three heat settings, is covered in a washable acrylic fabric and comes with a full two year guarantee. David Griffin Ltd, Holland Way, Blandford, Dorset.

Suba-Grip soap saver

The Suba-Grip soap saver is the latest addition to the range of Suba-Maid rubber housewares, kitchenwares and bathroomwares produced by William Freeman & Company Ltd. The soap saver (£0.26) is made from high quality rubber and is available in four colours, pink, blue, green and white. It is reversible and has 38 small suction pads on either side which grip the soap as firmly as they do the top of a sink or even the side of a bath or shower. William Freeman & Co Ltd, Suba-Seal Works, Staincross, Barnsley, S. Yorkshire.

Junior eye pad

Opticlud orthoptic eye patches are now available in a junior size (20 patches, £1.65 trade). This smaller size fits the eye area and nose bridge of younger children more accurately than the standard size. Micropore surgical tape forms the backing and the pad is absorbent with a non-adherent surface. Minnesota 3M Laboratories Ltd, Morley Street, Loughborough, Leics LE11 1EP.

ON TV NEXT WEEK

Ln—London, M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South, NE—North-east, A—Anglia, U—Ulster; We—Westward; B—Border; G—Grampian, E—Eireann; CI—Channel Island.

Alka Seltzer: All except A
Anadin: All areas
Bisodol: E
Breathe Easy: All areas
Contact 400: Ln, Sc
Crest: All except B, E
Farley's rusks: A
Grecian 2000: Ln, So
Medinite: All areas
Mentho Lyptus: All except U, E
Minadex: Lc, Y, NE
Odor Eaters: All areas
Orbit: All areas
Silvikrin: All areas
Zest: M, Lc, Sc, B, G

More Counterpoints p159

Chemist & Druggist 153

£300,000 to make Bran-Slim

Bran-Slim is already the fastest growing slimming product on the market.

And we've increased the budget on our new advertising to make sure it stays that way.

Starting in early March, £300,000 will be spent on national TV, backed up by a major women's press campaign. Through the spring and summer, persuasive testimonials will be seen by 8 out of 10



**National T.V. Campaign
March-June**



the box will bran leader

potential slimmers. Just at the time when they'll want to look their best for the beach.

You can recommend Bran-Slim with confidence because it's the natural way to lose weight – safely and effectively.

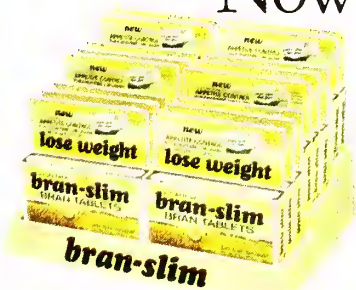
Now you can also show Bran-Slim to your full advantage by using our two new display units. They're specially

designed to increase your sales and profits. On the "Deal 36" (which is a pack

of 36 with a free display unit) sales have increased up to five fold.

On the "Deal 54" (which is a display of 54 pre-packed in a free floor-standing unit) sales have increased up to ten fold. Call your wholesaler now for details.

THOMPSON MEDICAL COMPANY LIMITED.
Cunard Road, North Acton, London NW10 6PN. Telephone: 01-235 1429.



Free display Deal 36



The Christmas spending sprees passed us by

This week's contribution comes from an independent proprietor in North London

Christmas has come and gone leaving behind a sense of disappointment, anticlimax and, as usual, a large number of unsold Christmas coffrets—the accounts in the newspapers of wild spending sprees in the big shopping areas are not mirrored in the smaller parades. All my friends who are proprietors of small shops share my experience of a noticeable drop in the sale of traditional Christmas lines.

On reflection this is scarcely surprising. Over the past few years many large new shopping precincts have been built. In North London one thinks of Wood Green, Brent Cross, Edmonton Green and Waltham Cross. During the year the trade these places take from us is to some extent offset by the business we have picked up from now-closed pharmacies even less favourably placed than ourselves. But at Christmas the large displays in the precinct pharmacies are more than a match for our more modest and space-starved efforts.

Outdated stocks

The stocktakers have been recently and sorted out a particularly large box of outdated "ethicals". Examining these I was struck that the bulk was made up, not of ones or twos of little-used odds and ends, but of larger quantities of goods which at one time went well, but with a change of prescribing habits have suddenly become unwanted. And because they were bought in quantity as part of direct parcels there are quite considerable quantities of some of them. Ten years ago, this would not have mattered all that much because "ethical" manufacturers' representatives were usually willing to credit outdated stock. With one or two exceptions that is not so today. We know that the Ministry discounts us for the "savings" we make on parcels. Do they allow anything for the outdated stock we cannot use? (Perhaps Alan Smith could let us know!)

Another interesting fact about discounts, so far as my business is concerned, emerged when for a period of some months I jotted down the savings made by buying direct and compared them with the discounts deducted by the Ministry. In no month did the savings come anywhere near the discounts. (Perhaps Mr Smith could let us know about that too.)

In discussion with my colleagues I gather that none of us like "ethicals" discounts, however much we may be grubbing around for as much as we can get in the present jungle situation. In the long run we know we can only be the

losers. Why cannot the NPA, the NAPD and the ABPI get together and sort out a code of practice?

Firms like Merck, Sharpe & Dohme, Parke Davis, Fisons and Abbott surely make enough by their manufacturing activities. Why do they have to compete with wholesalers by selling direct? If they were to be fair and channel all their distribution through wholesalers, the wholesalers might well be able to manage on smaller margins so that in the end nobody would lose out.

Have you had to sell a Yardley lipstick? This is a somewhat trying experience for there are three types, all at different

prices. Unfortunately the testers don't differentiate between them, so when the customer has chosen her colour and asks how much it is, until you have sorted out which variety it is you cannot tell her. Perhaps Yardley could learn from Max Factor, who adopt the same selling price for their various lipsticks.

A good number of our prescription customers are old and not very familiar with the English language. Signing the backs of FPIOs is a difficult procedure for them and if we are convinced of their eligibility we sometimes sign on their behalf. This saves a great deal of time for us and helps them. We have recently had a letter from our local FPC, with photocopies of some of these prescriptions together with our signatures on the back, suggesting that the number of such prescriptions is excessive and inviting our comments. In a small busy pharmacy, one old lady at the counter can cause considerable congestion for five minutes as she finds her glasses and laboriously fills in the back, often incorrectly. Have the civil servants who query this practice ever been inside a pharmacy, I wonder?

'Tailor makes' up by a third

During the third quarter of 1978 promotions in the five product categories designated the "chemist group" dropped by just over 3 per cent compared with the same period of 1977. These are promotions which are open to all chemist outlets and do not include "tailor made" promotions designed for specific supermarkets and departmental stores.

These restricted availability promotions have been expanding at a fast pace for the past 18 months. It is obvious, therefore, that these statistics, drawn from the monthly issues of *Merchandising and Promotional Intelligence*, give only a relatively modest indication of scale of gift-related promotions which have been put before the public.

Projecting the third quarter statistics upon the first half year's, the comparative table looks like this:

| | 1978 Jan-Sept | 1977 Jan-Sept |
|-----------------------------------|------------------|------------------|
| Baby Foods | 81 | 67 |
| Toiletries | 1439 | 1391 |
| Cosmetics | 225 | 243 |
| Hair preparations and shampoos | 343 | 399 |
| All medicinal products | 21 | 32 |
| | 2109 | 2132 |

This indicates a drop in promotional activity slightly over 1 per cent.

The general trend over the nine months has been to boost special offers to about a third of all promotions on general offer. If one then takes in those offers where an amount of price saving is quoted, the proportion has to be increased by a further two-fifths. Such promotions have been running about four per cent over the rate for three-quarters of last year.

The inclusion of "tailor made" promotions throws all comparisons to the winds. Peter Holloway, head of M. S. Surveys

& Promotional Services, has admitted that, while on an open-to-all basis promotions in general have grown this year by about 5 per cent, the "tailor-mades" have increased to account for something close to 40 per cent of all promotional activity and have increased their frequency by around a third.

There is no reason to expect that any basic change will come over the promotional scene during the final quarter of the year, nor indeed for at least the first half of 1979. As long as the rate of inflation remains relatively stable so will the pattern of promotions. It is expected that things will continue to remain hard overall for the chemist trade and the biggest challenge will continue to come from the so-called drug stores.

A merchandising service for STV

Merchandising and Sales Services Ltd, a company which offers merchandising, market research, demonstrations and auxiliary sales services has been nominated by Southern Independent Television to make its services available to advertisers in that region.

The merchandising service includes shelf filling, space management, price marking, stack displays, servicing dump bins, and stock rotation. There are 100 merchandisers and these will call at least once a week on the largest retail cash and carry outlets in the region, including pharmacies and photographic dealers. Merchandising and Sales Services Ltd also have 12 sales representatives for extra back-up for the advertiser at peak times. Details of the service can be obtained from MASS Ltd, Bridge Road, Southall, Middlesex

New Aqua Ban.

The first non-prescription diuretic for the relief of pre-menstrual water retention.

The Problem.

Many women notice an increase of weight before periods. It's not fat, it's water. And the problem's known as pre-menstrual water retention.

The Market Size.

It is estimated that 60% of women suffer from pre-menstrual water retention every month. That means it's a problem faced by up to 6½ million women.

New Aqua Ban brings relief.

New Aqua Ban, a mild diuretic will help relieve pre-menstrual water retention. This in turn will reduce that bloated feeling so many women complain of.

Safe and Effective.

You can recommend Aqua Ban with confidence. It's formulated from Ammonium Chloride and Caffeine; a safe and extremely effective combination. It's already been used successfully in the United States for 10 years. And clinical tests found it to be very effective.

Big Advertising Support.

To help you sell Aqua Ban we're running a major women's press campaign.

Commencing in February ads will appear throughout the year. The campaign will tell 7 out of 10 women about the facts of pre-menstrual water retention and how they can gain relief by using Aqua Ban.

Quality Product.

Aqua Ban is backed by the reputation of the Thompson Medical Company. A leading and respected producer of pharmaceuticals in America. They've a strong record of profit for the chemist, so make sure you stock up now.



THOMPSON MEDICAL COMPANY LTD.

Cunard Road, North Acton, London NW10 6PN. Telephone: 01-235 1429.

Dista Products Ltd announce the result of many years of research and development



Cefaclor

the new generation oral antibiotic
with broad-spectrum usage

**Distaclor is now available on prescription
in the following presentations**

250mg capsules for adults. Bottles of 20
and 100.

125mg/5ml suspension for children under 5
years. Pleasant tasting strawberry flavour.
Bottles of 100ml.

250mg/5ml suspension for children over
5 years old and adults who find capsules
difficult to swallow. Pleasant tasting grape
flavour. Bottles of 100ml.



Further information is available from your
Dista Representative or direct from the Company.



Dista Products Limited
Kingsclere Road
Basingstoke
Hants RG21 2XA
Telephone: Basingstoke (0256) 52011

COUNTERPOINTS

Paddi Pads anniversary and two trade incentives

Introduced 30 years ago, Paddi Pads disposable nappies are celebrating their birthday with a display competition and a trade incentive scheme for the chemist outlet. Retailers have the chance to win a weekend in Paris for two, plus an anniversary clock. Robinson are also offering clocks as runner-up prizes.

To qualify for entry, a retailer must purchase any eight cases of Paddi Pads 10s, 20s or 30s, plus a further any four cases of Paddi nappy liners (50s or 100s), cotton wool balls (100s) or Debs cotton wool balls (100s). This not only qualifies the chemist for entry, but also earns the stockists a £5 postal order bonus, which

will be sent direct from Robinsons of Chesterfield. The purchase of any four cases of Paddi Pads means the retailer will receive a £2 bonus postal order.

Once qualified, all the retailer need do is set up a Paddi products display which the "man from Robinsons" will photograph. The entry is then sent to Chesterfield for adjudication. Closing date for the competition is March 23, 1979. The "Pearl anniversary display competition and incentive" commences immediately and will continue through to the beginning of March. *Robinsons of Chesterfield, Wheat Bridge, Chesterfield, Derbyshire. S40 2AD.*

Hacks now second to Andrex on TV

The Hacks television commercial has moved into second place next to Andrex in the table of ratings issued by Television Advertising Bureau (Surveys) Ltd (TABS). This table (as indicated in *C&D*, January 27, p94) demonstrates which television commercials have been the most successful in capturing the attention of viewers. The latest table refers to the period from December 13 to January 12.

The following "top ten" scores of special interest to chemists has been prepared by TABS for *C&D* (a score of 50 is a good average, 81 is the highest ever reported and 30 is regarded as low):

| | |
|-----------------------|----|
| Andrex | 66 |
| Hacks | 65 |
| Dettol | 60 |
| Philishave | 59 |
| Imperial Leather | 58 |
| Vick vapour rub | 57 |
| Kleenex toilet tissue | 57 |
| Coldrex | 56 |
| Horlicks | 55 |
| Boots | 53 |
| Kodak cameras | 53 |

Just outside the top ten league and of special interest over Christmas were the Coty Christmas pack advertisements and those for Rive Gauche perfume. Amongst the lowest scoring commercials were those for Alberto VO5 which achieved 35 and Procter & Gamble's Head and Shoulders with 33. These scores however do not necessarily measure effectiveness levels, but rather judge the amount of interest aroused. The Head & Shoulders commercial for instance has been proved to be effective.

Overall it was found that the Ronnie Barker and Ronnie Corbett mixture in the advertisement for Austin Morris cars was the most "interesting", and half of that comedy duo also scored highly in the form of the Sekonda watch advertisement featuring Ronnie Barker. The

Andrex commercial, top in the league referring to articles of special interest to chemists was equal ninth in the overall table as well with 66.

Reports covering all advertised brands are available, price £200 per product field, from TABS, 12 Greek Street, London W1V 5LE.

Medicated plasters

Salonpas, medicated plasters containing methyl salicylate, menthol, camphor and glycol salicylate, are now being marketed in the UK by Salonpas (UK) Ltd. The plasters, 6.5cm x 4.2cm, (20, £1.20) are for the relief of muscular aches and pains. They are a GSL product. *Salonpas (UK) Ltd, 18 Upper Tooting Road, London SW17 7PG.*

Listermint on radio

Halls Hudnut have launched a new advertising campaign for Listermint antiseptic mouthwash on Capital Radio. The campaign will run at intervals throughout the year and is designed to support the major advertising bursts on television. Nine different 45 second commercials will be featured in the campaign, all using the "disco" type music from the television commercials and the theme "do the Sloosh". *Halls Hudnut, Woodside Avenue, Eastleigh, Hants SO5 4QD.*

Band-aid commercials

Johnson & Johnson are launching a new television campaign this month for Band-aid plasters. Two 30 second commercials introduce "Eddie and the gang"—a group of skate-board whiz-kids who collect Band-aid plasters in their exploits. The advertisements will be seen on London, Midlands, Scotland, Grampian, HTV, Southern, Westward and Border television. *Johnson & Johnson Ltd, Slough, Berks SL1 4EA.*

Leighton add two new hairbrushes



Two new hairbrushes have been added to the Harold Leighton range from Haffenden-Richborough Ltd. They are the mini Styler (£3.25) and the mini Curvar (£3.25) and they join the existing range of products which include the large Styler (£4.95), the large Curvar (£4.40) and the Brushar (£5.25). The company says that both the minis are suitable for shaping and lifting the hair while drying, the quills are heat resistant and both products can easily be dismantled for cleaning. *Haffenden-Richborough Ltd, Sandwich, Kent.*

PRESCRIPTION SPECIALITIES

Glucophage markings

To aid identification, Glucophage tablets will in future be printed as follows:— 500mg tablet printed "Glucophage 500" and the 850mg tablet "Glucophage 850". *Rona Laboratories Ltd, Cadwell Lane, Hitchin, Herts SK4 0SF.*

DITHROCREAM 0.1 per cent

Manufacturer Dermal Laboratories Ltd, Tatmore Place, Gosmore, Hitchin, Herts

Description Pale yellow cream containing dithranol 0.1 per cent

Indications Topical treatment of sub-acute and chronic psoriasis including psoriasis of scalp

Contraindications Acute psoriasis; dithranol sensitivity

Method of use To be applied sparingly to psoriatic lesions preferably at night. For scalp lesions shampoo before use

Precautions Keep away from eyes. To be applied to psoriatic areas only. Wash hands after use

Packs 50g tubes (£1.59 trade)

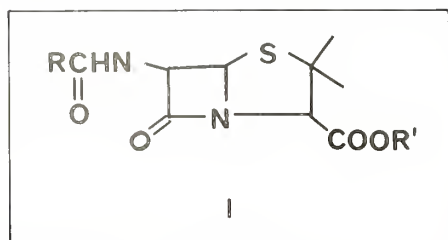
Supply restrictions Pharmacy Only
Issued February 1979

Cefaclor—the latest advance in antibiotics

by R. G. Harrison, BSc, PhD, Lilly Research Centre Ltd

It is now almost 50 years since the discovery of penicillin by Sir Alexander Fleming at St Mary's Hospital in London, a discovery which heralded a new era in the treatment of bacterial infections. The name penicillin is now used to describe a number of antibiotic substances, all of which are characterised by a common penase ring structure (I) but which vary in the chemical substituents on that ring.

However, whilst generally highly active against Gram-positive organisms, their anti-bacterial activity is relatively weak against most Gram-negative bacteria. Additionally, the occurrence of resistance in some organisms, owing to their generation of penicillinase enzymes



which break down the drug substances, has given rise to a requirement for a new generation of antibiotic. The isolation of cephalosporium spp in Sardinia in 1945 by Brotzu started the quest for this new generation, and in 1953 cephalosporin C was isolated. A further six years passed before its structure was proposed by Abraham and Newton, and it was not until 1961 that a route was developed by Eli Lilly and Co in the United States to enable conversion of this substance into an intermediate from which several potentially valuable antibiotics could be synthesised.

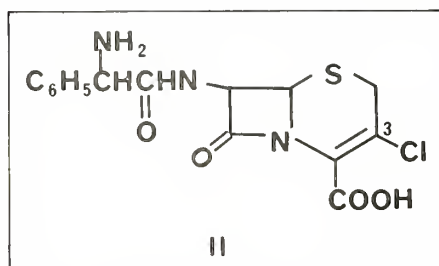
Several semi-synthetic cephalosporin antibiotics are now available including cephalixin, cephaloglycin, cephaloridine, cephalothin and other more recent additions. In common with penicillins, cephalosporins are believed to act by interfering with the final stage of bacterial cell wall synthesis, which requires the cross linking of peptidoglycan strands by transpeptidase (D. J. Tipper and J. L. Strominger, *J Biol Chem*, 1968, 243, 3169) but differ from penicillins in being less susceptible to penicillinases, although they are susceptible to certain other beta-lactamases.

In this report we wish to describe briefly some chemical, bacteriological and clinical aspects of cefaclor (Distaclor, Dista Products Ltd), a newly-introduced cephalosporin with a broad spectrum of activity against Gram-positive and several Gram-negative organisms (R. J. Fass and R. B. Prior, *Current Therapeutics Research*, 1978, 24, (3), J. Santoro and M. E. Levison,

Antimicrob Ag Chemother, 1977, 12, 442; C. C. Sanders, *Antimicrob. Ag Chemother*, 1977, 12, 490).

Chemically, cefaclor is 3-chloro-7-D-(2-phenylglycinamido)-3-cephem-4-carboxylic acid (II) and is related structurally to cephalixin, differing critically by the substitution of a chloro group in the 3-position of the six-membered ring. This change appears to have an effect on chemical lability of the beta-lactam ring, and may in part explain the greater potency of this novel structure (J. M. Indelicato *et al*, *J Med Chem*, 1977, 20, 961. Cefaclor exists normally as a monohydrate which is chemically stable at room temperature for at least two years. It is a white to slightly off-white crystalline substance, which is soluble in water but much less soluble in most common organic solvents. A 10 per cent aqueous solution of cefaclor has a pH of 3.0-4.0. The paediatric suspension may be kept for up to 14 days after reconstitution in a refrigerator without significant loss of potency.

Bacteriologically, it has demonstrated pronounced *in-vitro* activity against *Haemophilus influenzae*, including ampicillin-resistant strains, most strains of staphylococci, including penicillinase



producing organisms, *Escherichia coli*, *Proteus mirabilis*, alpha- and beta-haemolytic streptococci *Streptococcus pneumoniae*, and klebsiella, spp. (N. J. Bill and J. A. Washington, *Antimicrob. Ag Chemother*, 1977, 11, 470; B. R. Meyers and S. Z. Hirschmann, *J Clin Pharmacol*, 1978, 18, 85; J. H. Jorgensen and G. A. Alexander, *Antimicrob. Ag Chemother*, 1978, 13, 342. Cefaclor is inactive against most strains of enterococci, pseudomonas spp, enterobacter spp, and indole-positive proteus and serratia. It is bactericidal and its rapid killing of bacteria distinguishes it from other antibiotics (Symposium on clinical advances in oral Antibiotic Therapy, London, 1978, in press).

Cefaclor is rapidly absorbed from the gastro intestinal tract after oral administration, peak serum levels being attained generally after 30 to 60 minutes. (H. R. Black *et al*, Abst. 16th Interscience Conf. on Antimicrob Agents and Chemotherapy, Chicago

354, 1976). Food does not significantly affect the total absorption of cefaclor but a lower peak level and an increased time to peak may result when the drug is taken with, or shortly after, a meal. The serum half-life has been determined as 40 to 45 minutes after a single dose, and in combination with its rapid absorption should minimise prolonged exposure to sub-inhibitory concentrations of the antibiotic. In man, the drug is largely excreted unchanged via the kidney and approximately 65 per cent is recovered in the 0 to 6-hour urine from a single dose of 250mg. In cases of impaired renal function the half-life of the drug has been shown to increase to 3 hours (R. Bloch, *et al*, *Antimicrob Ag Chemother*, 1977, 12, 730; but no change in dosage is needed.

Cefaclor is well tolerated when administered orally to laboratory animals (H. R. Sullivan *et al*, *Antimicrob. Ag Chemother*, 1976, 10, 630 and in extensive clinical studies has been virtually devoid of significant adverse reaction (S. E. McLinn, *Current Chemotherapy*, 1978, 1, 124; Symposium on Clinical Advances in Oral Antibiotic Therapy, London, 1978, in press). In particular, gastrointestinal disturbance appears to be minimal, which may represent a significant advantage.

Cefaclor is presented as a capsule containing 250mg of active drug and as paediatric granules for suspension at strengths of 125mg per 5ml and 250mg per 5ml after constitution. The generally recommended dosage for adults is 250mg three times daily, and for children is based on a calculation of 20mg per kg per day in divided doses every eight hours. Clinical data from studies in infections in children indicate a particularly high degree of tolerance and effectiveness. (L. J. Baraff *et al*, *Curr Ther Res*, 1977, 22, 536; J. D. Nelson *et al*, *Am J Dis Child*, 1978, 132, 992.

Cefaclor is indicated in treatment of respiratory tract infections, otitis media, urinary tract infections, and skin and soft tissue infections in all of which percentage symptomatic response, in the clinical studies to date, has been very high (generally much greater than 90 per cent). With its broad spectrum of activity and lack of significant side effects, cefaclor could prove to be an important addition to today's range of antibiotics.

Yellow card extended

The yellow card system for reporting suspected adverse reactions has been extended to include dental and surgical materials. The existing card has been modified to avoid using separate cards.

The Committee on Dental and Surgical Materials (CDSM) has been established with responsibilities including adverse reactions to contact lenses and fluids, intra-uterine contraceptive devices, dental pharmaceuticals and dental filling substances, and certain ligatures, sutures and surgical dressings.

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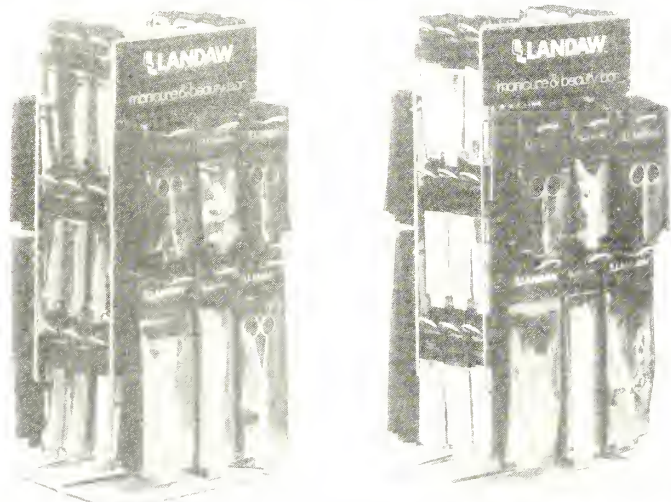
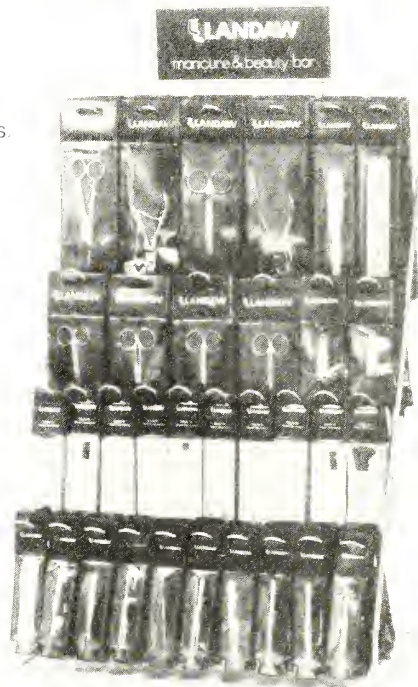
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Morgan's Liquid Hair Colour Restorer The Morgan's Pomade formula in a non-greasy liquid dressing. It leaves the scalp healthier because it fights dandruff, too.

Morgan's Anti-dandruff Shampoo A golden liquid that deep cleans the hair and removes dandruff.

Morgan's Cream Shampoo A special formulation for those with dry hair. A smooth, creamy blend to enrich the hair's natural oils. Mildly perfumed.

Morgan's Hair Cream with Conditioner A slightly scented, non-greasy cream that keeps the hair soft and manageable.

Mariette Hand Cream It leaves the skin soft and supple. Sweetly perfumed with Bourbon Roses.



Morgan's

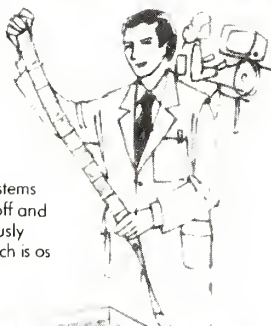
UK Distributors: Pharmagen Ltd.
Chapel Street, Runcorn, Cheshire. Tel: 09285 72816

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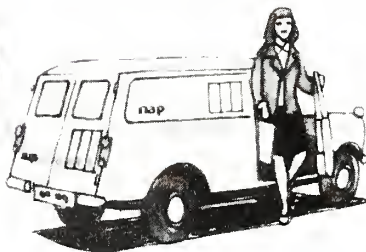


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Struck off after being 'drunk' in pharmacies

A Pudsey pharmacist said to have been drunk while in charge at three pharmacies in Lancashire last year, was ordered to be struck off the Register by the Statutory Committee last week. Mr Kenneth Smith, West Dale Drive, Pudsey, has three months in which to appeal against the decision.

The chairman, Sir Gordon Willmer, said it would plainly be failing in its duty if it allowed a man, who could not be trusted to be sober when in charge of a pharmacy to remain on the Register. He recalled that when the Committee opened its inquiry last November into Mr Smith's conduct he had said, "One can think of few things more dangerous than a pharmacist who may be found drunk in charge of a pharmacy."

At that time the Committee adjourned the hearing to give Mr Smith, who was not present, an opportunity to "show good reason" why a severe penalty should not be imposed. Giving the decision last week after hearing Mr Smith's evidence Sir Gordon said the Committee was far from satisfied that he had told the truth about his drinking habits.

At the previous hearing it was alleged that Mr Smith had been drunk, on two occasions, while a locum at chemist shops at Radcliffe and Manchester. Last week, Mr Frank Surrall, the North East area manager for National Cooperative Chemists Ltd, told the Committee that on October 13 last year he found Mr Smith, a locum, under the influence of drink at the company's branch in King Square, Oldham. He said he dismissed him immediately. He added that it was difficult to say whether Mr Smith was incapable of dispensing prescriptions. It was probable that he was not.

Refuted allegations

Mr Smith, giving evidence, refuted all three allegations. He said that on October 13 he had taken two doses of cough mixture for a severe cough, and had had two halves of Guinness over lunch to "build me up a bit." He did not know if there had been an interaction, but he was certainly not himself and was a bit slow at dispensing. "I think I was capable of dispensing," he said. "I don't think it was the effect of the drink that was slowing me down as much as the codeine in the cough mixture which, I have since discovered, does."

Dealing with the other two allegations, Mr Smith said that on the day he was said to be drunk at the Radcliffe shop he had only had a glass of lager. On the other occasion, his condition was due to fatigue and over anxiety because of a relative's illness.

Mr Smith was also required to appear before the Committee for offences dealt

with at Manchester City Magistrates Court early last year. On March 23 he was given an absolute discharge after pleading guilty to stealing £140 from an employer, but was ordered to repay the money. The court also gave him a conditional discharge on April 28 after he had pleaded guilty to taking drugs from his employers without authority.

Mr Smith told the Committee last week that he had been advised by his solicitor to plead guilty, but there were mitigating circumstances and the court took a lenient view of both matters. Commenting on the drug offence, Sir Gordon said that it seemed there were reasons why the magistrates could well have taken a reasonably lenient view.

Pharmacist supplied 'pusher' with CDs

A 42-year-old pharmacist who supplied a "pusher" with Controlled Drugs, was ordered to be struck off the Register by the Statutory Committee last week. Mr Rodney Dowrick admitted selling diamorphine, cocaine and other drugs to a man identified only as "Roger" while he was manager of Newton Abbott, Devon branch of Boots.

The chairman, Sir Gordon Willmer, told Mr Dowrick: "You know as well as we do that you were involved in a not unsubstantial way in trafficking in dangerous drugs. You were behaving in a way no pharmacist in his senses would have behaved. The very fact that you had to have secret meetings in the car-parks of public houses and once at a private address must have made you realise that you had sunk quite deeply into serious crime. We are sorry that this may cause hardship to your family, but we have come to the conclusion that in the interests of the protection of the public that we would be failing in our duty if we allowed you to stay on the Register for the time being." Mr Dowrick has three months in which to appeal.

He was required to appear before the Committee arising out of a sentence of a year's imprisonment at Exeter Crown Court early last year for the theft of drugs from Boots, supplying Controlled Drugs and possessing Controlled Drugs. At the Statutory Committee hearing Det Con Brian Gallimore, of the Torbay Drugs Squad, told the Committee that the police were fairly sure Mr Dowrick had supplied Controlled Drugs to "Roger" for three periods of about six to eight weeks over two years. "Roger", who had also been sent to prison for a year, had stated that he used some of the drugs himself and sold the rest to addicts, the detective said.

Mr Dowrick said in evidence that he became manager of Boots at Newton Abbott in 1973. While he was living in "digs" he received tremendous hospitality from a man he met. After a time this man asked him if he could supply certain drugs to someone else, and foolishly he agreed. He did so initially to repay for the hospitality he had received rather than for monetary gain, and once having started, found it difficult to refuse subsequent requests. The money he received amounted to a maximum of £700. The quantities supplied were very small and he thought they were mainly for "Roger's" own use. Mr Dowrick said that what he had done was completely out of keeping with his past 20 years as a pharmacist, and he was deeply ashamed of it.

□ Further reports have been held over due to lack of space—Editor.

APPOINTMENTS

Tudor Photographic Group: Mr John Jacobs has been appointed group merchandise controller.

Richardson-Merrell Ltd: Mr T. R. (Ron) Irwin, MPS, has been appointed deputy managing director of the Merrell division. He was previously marketing director.

Dixons Photographic Ltd: Mr Minoo E. Randeria has joined the pharmaceutical division as divisional commercial director; he will join all 10 divisional boards in a non-executive capacity. Mr Randeria is a Bachelor of Commerce and a Fellow of the Institute of Chartered Accountants and has been both financial and commercial director of Wimpy International Ltd.

Winthrop Laboratories: Mr Neil Appleton, MPS, has been appointed chairman of Winthrop Laboratories UK and chief executive of Sterling-Winthrop's recently formed prescription medicines group in the UK, Ireland and Scandinavia. He joined the company in 1965 and has been managing director of Winthrop Laboratories since 1973. Mr Jeff Wood, who became Winthrop Laboratories' director and general manager in 1973, has been appointed managing director.

Business briefly

Carnation Foods Co. has created a new division entitled chemist and catering. Mr Wynne Griffiths, becomes divisional manager, and sales and marketing manager is Mr Bob Seaborne.

Imperial Chemical Industries Ltd, pharmaceutical division, are seeking planning approval to construct a three storey office and laboratory building with a single storey annexe at Alderley Park.

C. M. Corwen (West End Chemists), 48 Manchester Road, Heywood, Lancashire, has now been wound up following the death of the proprietor in 1975. Correspondence should be addressed to Mr Hardman, Holden Harrison & Co, 40 King Street West, Manchester.

MARKET NEWS

Slightly easier

London, February 7: With the end to picketing of warehouses by lorry drivers, supplies of items became easier during the week. However, dockers were reported to be on strike at Bristol so produce was still held up there while the turnaround at Liverpool was delayed through congestion.

Menthol prices were easier due to the end of the drivers' strike and to lower offers at origin. Some dealers reported having done good business in the crystals as a result of the lower prices. Among aromatic seeds cumin from India is being offered at £940 metric ton, cif; Turkish is now unavailable the last price quoted being £1,200. No supplies are forthcoming from Iran—normally a leading producer—because of the upheaval there. Whilst the seed may be of little interest to British buyers it is in demand on the Continent. Black liquorice root is also dearer as a result of the Iranian disturbance. Firmer among botanicals are aloes, cascara, dandelion, gentian, valerian and witchhazel leaves. Lower are cherry bark, ergot, henbane, senega and quillaia.

Brazilian peppermint is quoted at 10p kg under the original asking. Dearest are ginger and petitgrain.

The prices of a number of iron salts have been adjusted, some being up and others down. Borax and boric acid are dearer while magnesium trisilicate is lower.

Pharmaceutical chemicals

Benzoic acid: BP in 500-kg lots, £0.7426 kg.
Borax: EP grade, 2-4 ton lots per metric ton in paper bags, delivered—granular £239; powder £260; extra fine powder £272.
Boric acid: EP grade per metric ton in 2-4 ton lots—granular £269; powder £395.
Citric acid: BP per metric ton single deliveries, granular hydrous £739; anhydrous £794; five-ton contracts £735 and £790 respectively, crystalline £171.17 and £170.17 respectively.
Ferric ammonium citrate: Brown BP £1.45 kg in 250-kg.
Ferric citrate: £3 kg in 250-kg lots.
Ferrous carbonate: BPC 1959 saccharated £1.20 kg (50-kg lots).
Ferrous fumarate: BP £1.30 kg in 50-kg lots.
Ferrous succinate: BP £5 kg in 50-kg lots.
Formic acid: per metric ton delivered in 4-ton lots, 98 per cent £307.50; 85 per cent £253.
Glycerin: In 250-kg returnable drums £610 metric ton in 5-ton lots.
Hypophosphorous acid: (Per metric ton in 50-kg lots). Pure 50 per cent £389.17, BPC (30 per cent) £305.34.
Lactic acid: BP 88/90% £1.75 kg in 70-kg drum.
Magnesium trisilicate: £0.85 kg in 1,000-kg lots. £1.20 kg (500 kg lots).
Methadone hydrochloride: £330 per kg. Subject to Misuse of Drugs Regulations.
Melol: Photo grade per kg, 50-kg lots £7.01.
Phosphoric acid: BP sg 1.750 £0.4313 kg in 30 drum lots minimum.
Salicilic acid: 5-ton lot £1.14 kg; 1 ton £1.16.

Crude drugs

Aloes: Cape £1,020 ton spot; £980, cif. Curacao nominally £2,060, cif.
Balsams: (kg) Canada: Easier at £13 spot; £12.60, cif. Copaliba: £3.10 spot £3, cif. Peru: £9.60 nominal spot, no cif. Tolu: £5.50 spot.
Belladonna: (kg) leaves £1.55 spot; herb £1.90 nominal spot; root in powder £1.10.
Camphor: Natural powder £5.40 kg spot; £5.30, cif. Synthetic £0.90 spot and cif.
Cascara: £1,020 metric ton spot; £990, cif.
Cherry bark: £1,090 metric ton spot; £960, cif.
Cloves: Madagascar/Zanzibar £4,300 metric ton spot, £3,945, cif.
Cochineal: Tenerife black brilliant £17.50 kg, cif.

Peru silver grey £14.40 spot; £14.20, cif.
Dandelion: Spot £1,930 metric ton spot; no cif.
Ergot: Portuguese £1.70 spot; £1.60, cif.
Gentian root: £1,710 metric ton spot; £1,680, cif.
Ginger: Cochín £800 metric ton spot; new crop (March-April) £565, cif. Other sources not quoted.
Henbane: Niger £1,530 metric ton spot, £1,500, cif.
Honey: (per metric ton in 6-cwt drums ex warehouse). Australian light amber £720 and medium £712, Canadian £820; Mexican £715, Argentinian £750 (white).
Hydrastis: No spot, £27 kg nominal cif.
Ipecacuanha: (kg) Costa Rican, spot £11.10 kg nominal; no cif.
Jalap: Mexican no spot; £1,430 metric ton, cif, nominal.
Kola nuts: £470 metric ton spot; £360, cif. April-May.
Lemon peel: Unextracted £1,080, metric ton spot; £1,050, cif.
Menthol: (kg) Brazilian £7.40 spot; £7, cif. Chinese £6.75 in bond, £6, cif.
Quillaia: Spot £1,050 metric ton, £750, cif.
Seeds: (metric ton, cif. Anise: China £830, for shipment. Celery: Indian £500, cif. Coriander: Moroccan £210. Cumin Indian (March-April) £940, other sources not available. Fennel: Indian £450; Fenugreek: Moroccan £290; Indian £270.
Senega: Canadian £9.40 kg spot; £9.30, cif.
Senna: (kg) Alexandria pods hand-picked from £2 upwards; manufacturing £0.60. Tinnevely f a q leaves £0.46; pods, faq £0.48; hand-picked £0.55.
Squill: Italian white nominal.
Syrax: Turkish natural £4.20 kg spot; £4, cif, nominal.
Turmeric: Madras finger £610 metric ton, cif, March-April shipment.
Valerian: Dutch £1,700 metric ton spot; new crop, £1,650, cif; Indian £1,100; £1,070, cif.
Witchhazel leaves: £2.20 kg spot; 2, cif.

Essential and expressed oils

Bois de rose: Spot £6.70 kg; shipment £6.25, cif.
Camphor white: £0.90 kg spot; £0.85, cif.
Cedarwood: Chinese no spot; £1.25, cif.
Citronella: Ceylon £1.60 kg spot, £1.40, cif. Chinese £2.35 spot and cif.
Clove: Indonesian leaf, £2.35 kg spot; £2.28, cif. English-distilled bud £40.
Coriander: Russian about £20 kg.
Eucalyptus: Chinese £1.72 kg spot; £1.68, cif.
Fennel: Spanish sweet £9.50 kg spot.
Geranium: Bourbon £45 kg spot; and cif.
Ginger: Chinese £46.50 kg spot, £41, cif. Other sources up to £75 spot. English-distilled £120.
Nutmeg: East Indian £9.65 kg spot; £9, cif.
Olive: Spanish £1,350 per metric ton in 200-kg drums ex wharf; Mediterranean origin £1,330.
Orange: Florida scarce on spot at £0.65-£0.75 kg.
Origanum: Spanish 70 per cent £18.80 kg nominal.
Palmarosa: No spot offers; £13.75 kg, cif.
Patchouli: Chinese £11 kg spot; £9.75, cif.
Pennyroyal: From £10 per kg spot.
Pepper: English-distilled ex black £125 kg.
Peppermint: (kg) Arvensis—Brazilian £3.95 spot; £4.05, cif. Chinese £3.75 spot and cif. Piperata American from £11 spot; £10.30, cif.
Petitgrain: Paraguay spot £5.20 kg; shipment £5, cif.
Rosemary: £6 kg spot.
Sandalwood: Mysore £70 kg spot. East Indian £57.75 spot; £55, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

COMING EVENTS

Monday, February 12

Southampton Branch, Pharmaceutical Society, School of nursing lecture theatre, south academic block, Southampton General Hospital, at 7pm. Mr G. Teeling-Smith (Office of Health Economics) on "The problems of the national health service." Joint meeting with British Dental Association.

Tuesday, February 13

Galen Group, Croydon, Friends' Meeting House, Park Lane, Croydon, at 8pm. Mrs Paddy Debney on "The art of public speaking."

Harrow and Hillingdon Branch, Pharmaceutical Society, Northwick Park Hospital, Watford Road, Harrow, at 8pm. Joint meeting with British Medical Association.

Lanarkshire Branch, Pharmaceutical Society, Nurses' recreation hall, Strathclyde Hospital, Motherwell, at 8pm. Sister E. Stewart, (ostomy therapist) on "Ostomy appliances and their management."

Leicestershire Branch, Pharmaceutical Society, Postgraduate medical centre, Royal Infirmary, Leicester, at 8pm. Speaker: Mrs M. Puxton, (Privy Council nominee member of Society's Council).

Plymouth Branch, Pharmaceutical Society, Board room, Greenbank Hospital, at 8pm. "Leslie's film evening."

South East Metropolitan Branch, Pharmaceutical Society, Lewisham medical centre, Lewisham Hospital, Lewisham High Street, at 8pm. Merck, Sharpe and Dohme Ltd, film and talk on "Ischaemic heart disease."

South West Metropolitan Branch, Pharmaceutical Society, Lecture theatre 'A', St George's Hospital medical school, Tooting, London SW17, at 8pm. Professor J. M. Cameron (London Hospital

medical college) on "Poisoning, accident, suicide or murder."

Stirling and Central Scottish Branch, Pharmaceutical Society, Station Hotel, Stirling, at 8pm. G. W. Fairfull-Smith on "Hypnosis as a controller of pain, anxiety and fear."

Wednesday, February 14

Scottish Department Pharmaceutical Society, Society's Hall, 36 York Place, Edinburgh, at 7.45pm "Short papers by pre-registration students."

Scottish Borders Branch, Pharmaceutical Society, Peel House, Peel Hospital, Galashiels, at 8pm. Dr J. Chilton (Secretary of Scottish Executive) on "New medicines legislation."

Thursday, February 15

Ayrshire Branch, Pharmaceutical Society, Savoy Park Hotel, Ayr, at 8pm. Mr J. Moore (consultant surgeon, Ballochmyle Hospital) on "Ostomy—symposium on treatment and appliances."

Bristol Branch, Pharmaceutical Society, Frenchay post graduate centre, at 8pm. Speaker from Warner Lambert (PD & Co) on "Cough."

British Society for History of Pharmacy and Pharmaceutical Society, 1 Lambeth High Street, London SE1, at 7pm. Mr D. T. O'Rourke (chief cataloguer, Reading University library) on "John Houghton (1645-1705), journalist, apothecary and FRS."

Dundee Branch, Pharmaceutical Society, Ninewells medical school, at 7.30pm. Talk by Mr J. P. Bannerman (member of Society's Council).

Harrogate Branch, Pharmaceutical Society, Postgraduate centre, Harrogate General Hospital, Knaresborough Road, at 8pm. Dr H. A. Bird (lecturer in Pharmacology, Royal Baths Hospital) on "Ways of giving drugs."

North Scottish Branch, Pharmaceutical Society, Mercury Motor Inn, Inverness, at 7.45pm. Speaker: Professor Sir Kenneth J. W. Alexander, chairman, the Highlands and Islands Development Board.

Wirral Branch, Pharmaceutical Society, Wirral postgraduate medical centre, Clatterbridge Hospital, at 8pm. Mr A. G. Dickinson (consultant acupuncturist) on "Acupuncture."

Worthing Branch, Pharmaceutical Society, Worthing postgraduate medical centre, Homefield Road, Worthing at 8pm. Dr A. J. Richards (consultant rheumatologist, Worthing health district) on "Common joint diseases—their diagnosis and treatment."

Advance information

Microfilm, One Day Seminars, 6, 7 and 8 March, Greenwood lecture theatre, Weston Street, London SE1. Inquiries to Business Equipment Trade Association, 109 Kingsway, London WC2.

National Association of Women Pharmacists, weekend refresher course, April 6-8, Chelsea, London. Lectures on drugs in pregnancy, paediatrics, rheumatics and law. Further details from Mrs E. Lucas-Smith, 306 Trelawney Avenue, Langley, Bucks.

Postgraduate School on Optimisation of Drug Delivery, April 2-6, School of Pharmacy, Brunswick Square, London WC1. Application forms and details from Mr R. E. Marshall, department of pharmaceutical sciences, Pharmaceutical Society, 1 Lambeth High Street, London SE1.

Postgraduate School on Aspects of Microbiological Quality Assurance, April 17-20, department of pharmacy, Chelsea College, Manresa Road, London SW3. Application forms and details from Mr R. E. Marshall, department of Pharmaceutical Sciences, Pharmaceutical Society, 1 Lambeth High Street, London SE1.

British Institute of Regulatory Affairs Spring Symposium, April 18-19, University of Nottingham. Lectures and workshops on administrative, legal and scientific aspects of drug registration. Members £4 non-members £50 (including meals and accommodation overnight). Application forms and details from Mr H. Tyrrell, Upjohn Ltd, Fleming Way, Crawley, West Sussex RH10 2ZA.

Annual Study Day, Lancaster, Morecambe Branch, Pharmaceutical Society, March 4, medical centre, Ashton Road, Lancaster. Speakers A. K. Brown (consultant physician, Royal Lancaster Infirmary) on "Non-invasive cardiology"; Dr John Carpenter (department of pharmacology, University of Manchester) on "Beta blocking drugs"; and Mr F. Oliver (school of pharmacy, Sunderland Polytechnic) on "The food we eat and the things we swallow with it). Applications (£2 per lunch) to R. W. Harrison, "Tresanton", 2a Rydel Road, Lancaster LA1 3HA.

North West Regional Conference, Pharmaceutical Society, March 17-18, Grange Hotel, Grange-over-Sands, Cumbria. Speakers: Mr A. Smith (chief executive, Pharmaceutical Services Negotiating Committee) on "Planned distribution of pharmacies"; Mr J. Kerr (member of Society's Council) on "The role of the pharmacist in primary health care"; and Mr R. Simpson (research officer, National Consumer Council) on "The Consumer and pharmaceutical services." Further details from Mrs J. M. Rawcliffe, 1 Windsor Avenue, Gatley, Cheadle (tel. 061-428 8700).

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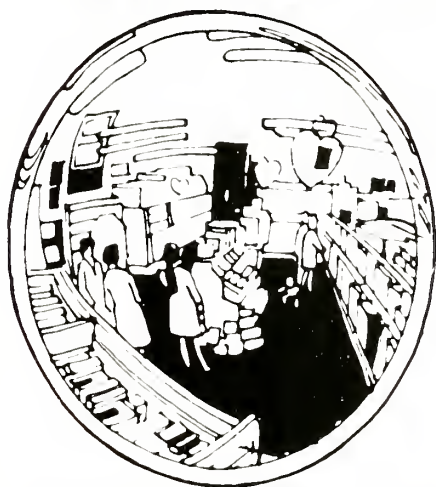
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